

Designation Run Report

# Hilliard, Gary - Defendants' Counters

## 5-27-21 11a

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Hilliard, Gary 01-10-2019

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Defendants' Counters 00:04:24

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Page/Line	Source	ID
326:25 - 327:05	<b>Hilliard, Gary 01-10-2019 (00:00:13)</b> 326:25 Q. Now, during your time at 327:1 McKesson, are you aware of any changes to the 327:2 Controlled Substances Act? 327:3 A. No, I'm not. 327:4 Q. The CSA didn't change at all 327:5 during your tenure at McKesson?	V311.1
327:07 - 327:07	<b>Hilliard, Gary 01-10-2019 (00:00:01)</b>	V311.2
	327:7 A. That's correct.	
327:09 - 327:14	<b>Hilliard, Gary 01-10-2019 (00:00:11)</b> 327:9 Q. Now, have directives from the 327:10 DEA changed over that period? 327:11 A. Yes, they have. 327:12 Q. Can you provide us any examples 327:13 of how DEA directives have changed while you 327:14 were at McKesson?	V311.3
327:16 - 330:03	<b>Hilliard, Gary 01-10-2019 (00:03:08)</b> 327:16 A. The meetings that we 327:17 accompanied at headquarters with Rannazzisi 327:18 so that kind of was the dividing line. I 327:19 think we had a pretty good relationship with 327:20 DEA before 2006. I mean, we worked with 327:21 them. 327:22 We would have routine fiscal 327:23 audits. The fiscal audits were not, you 327:24 know, argumentative and such. They were 327:25 typically ran very well. Many times they 328:1 were very collaborative. 328:2 We also worked with DEA in 328:3 respects where our DC managers would have a 328:4 relationship with the local DEA offices, so 328:5 if they needed assistance with something, 328:6 emergency delivery orders, natural disasters 328:7 occurring, you know, they were able to reach 328:8 out and obtain assistance from their local 328:9 agents. 328:10 We also worked integral as part 328:11 of the CSOS implementation. We were the -- 328:12 McKesson, myself and Jenny Melton, we worked 328:13 with CSOS, with DEA and DEA's partners that	V311.6

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328:14	they -- third-party partners that came in to	
328:15	help design the CSOS program, and so we	
328:16	worked throughout that development process	
328:17	with DEA, very collaborative meetings and	
328:18	work to establish that.	
328:19	We also worked with them on	
328:20	methadone restrictions. They came in -- they	
328:21	asked us to come in and discuss it with them.	
328:22	And so I think we had a lot of collaboration	
328:23	that took place. You know, they have	
328:24	industry association meetings or conferences	
328:25	that DEA would hold pharmaceutical one year,	
329:1	3 alternate year would be at least one.	
329:2	So there were, you know,	
329:3	training -- the industry, essentially,	
329:4	working with the industry, providing	
329:5	information to the industry.	
329:6	2006, after the meeting with	
329:7	Rannazzisi, there was a different directive	
329:8	before that. There was new requirements or	
329:9	new interpretations that came out of that,	
329:10	more right -- understanding your customer and	
329:11	blocking orders. And so these were things	
329:12	that weren't part of the CSA but were now	
329:13	coming out.	
329:14	And even when we left the	
329:15	meeting for the internet pharmacy	
329:16	discussions, it seemed collaborative because	
329:17	they were going to assist us by providing us	
329:18	with customers that we could go out and	
329:19	investigate.	
329:20	So they had the data from the	
329:21	ARCOS and such and they knew the players that	
329:22	needed to be looked at and they were giving	
329:23	us the names, and that was very collaborative	
329:24	for them to do that. And then that kind of	
329:25	stopped for some reason.	
330:1	But it seemed to be around	
330:2	2006, after that Rannazzisi discussions, that	
330:3	that occurred.	

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Page/Line	Source	ID
332:18 - 332:25	<b>Hilliard, Gary 01-10-2019 (00:00:09)</b> 332:18 Q. Does McKesson have access to 332:19 other distributors' data that's reported to 332:20 ARCOS? 332:21 A. No, they don't. We asked for 332:22 it. 332:23 Q. Who has access to the ARCOS 332:24 reporting data? 332:25 A. Only the DEA.	V311.4
338:18 - 339:05	<b>Hilliard, Gary 01-10-2019 (00:00:41)</b> 338:18 Mr. Hilliard, you worked at 338:19 McKesson for over 20 years. How would you 338:20 describe McKesson's culture in the area of 338:21 compliance and regulatory affairs? 338:22 A. I enjoyed working at McKesson 338:23 and working with my colleagues. I know that 338:24 myself and my colleagues always worked with 338:25 the utmost integrity and always believed in 339:1 what we were doing and strived to do the 339:2 right thing, and as they brought new folks in 339:3 and I worked with some of them, they too were 339:4 on the same page and had the same goals that 339:5 we had.	V311.5

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